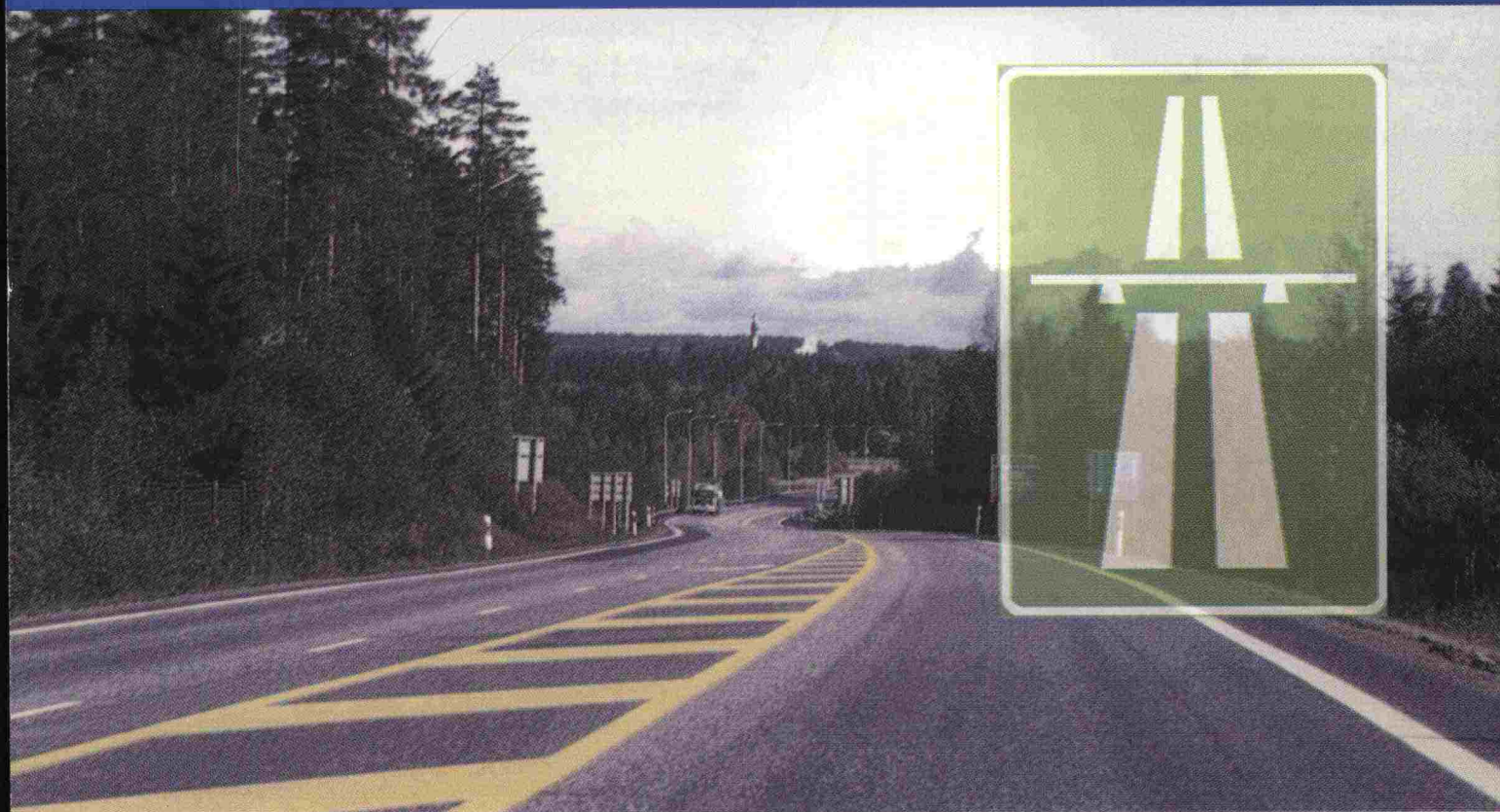




**FINNISH ROAD  
ADMINISTRATION**

## **Highway 4 (E-75) Lahti – Lusi Service Agreement Prequalification Material**



**Finnish Road Administration  
Häme region  
12.06.2003**



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## 1. Project

Finnra's Häme region has initiated a procurement procedure to upgrade the overtaking lane road of highway 4 (E-75) from Lahti to Heinola to a motorway and procure the maintenance services of the motorway from Lahti to Lusi and route 140 with a single service agreement.

The construction includes measures such as compiling necessary construction plans, upgrading the overtaking lane road to a motorway, implementing about 12 km of noise barriers, protecting first-class groundwater areas over a distance of 4 km, constructing 27 bridges and developing the surroundings of the road.

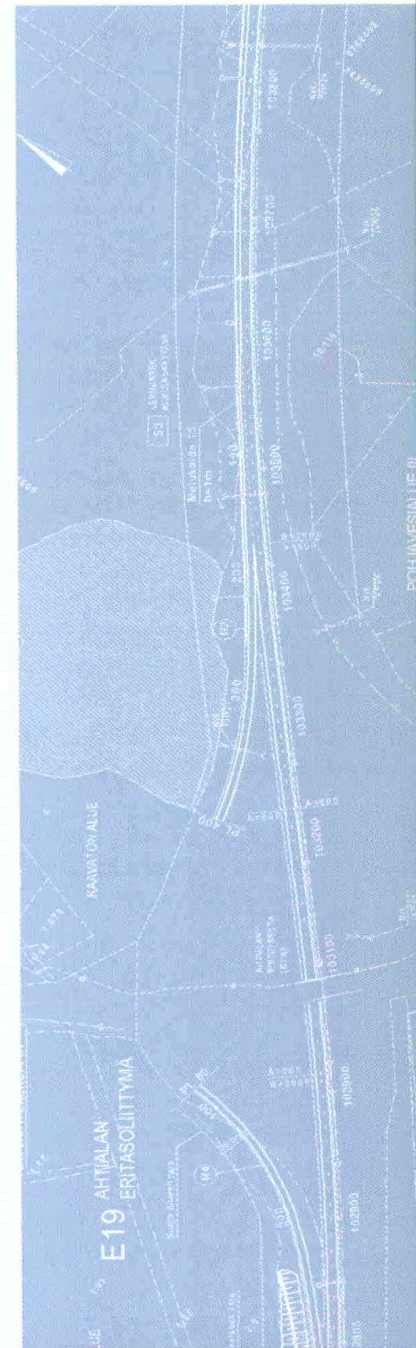
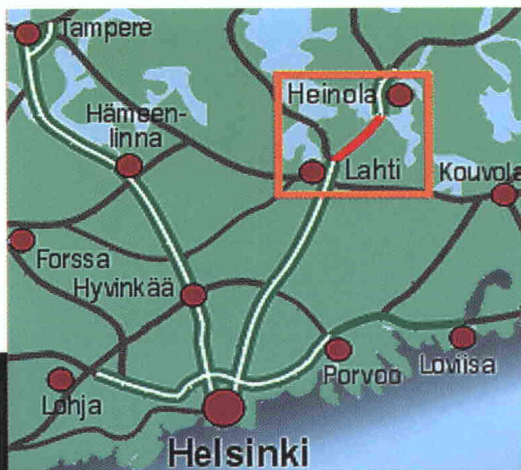
Among the objectives set for the maintenance services of the Lahti – Lusi motorway and route 140 is caring for the everyday trafficability of the routes so that traffic on the routes can flow safely. The service provider is also responsible for a specified level of maintenance of the structures and equipment on the routes.

The implementation model of the project is based on Finnra's new procurement strategy, which is explained in more detail in section 2.1.

Service agreement is expected to cost Finnra about 54 million euros, of which 39 million euros is the cost of construction.

The term of agreement of the maintenance services of the motorway section of highway 4 from Lusi to Heinola and route 140, which is a parallel road, is 9 years, from 2004 to 2012.

The project is described in section 4.





### 1.1. Reasons for implementation of the project

The overtaking lane road from Lahti to Heinola comprises a section of the road network that interrupts smoothly flowing motorway traffic on highway 4. Traffic on the overtaking lane road is regularly congested. Even outside the congested periods traffic is susceptible to disturbances. Traffic accidents occur especially at the beginning and end of the overtaking lanes. The congestion also has an indirect impact on the lower-class road network. When the section between Lahti and Heinola is congested, traffic penetrates alternate routes and the lower-class road network, increasing the accident risk and adverse effects on the surroundings. Traffic volume between Lahti and Heinola has grown more rapidly than is normal on the main road network. Annual growth has averaged 5.3 % in 1996-2002, while it averaged 2.5 % on other similar roads. The average daily traffic volume on the section of road in 2002 was 13,700-14,000 vehicles. On the most congested days the traffic volume reached 23,000 vehicles per day.

By upgrading the section of road between Lahti and Heinola to a motorway, highway 4 will be developed into a part of the national main road network. The solution supports development of the community structure and municipal land use objectives and plans. The new motorway will enhance the operational prerequisites of economic life and the smoothness of transports. Conversion of the section of road to a motorway will decrease the number of traffic accidents on the section of road. The goal of the planning and implementation is that the measures implemented on the section of road are as environmentally friendly as possible and that adverse effects on nearby inhabitants and environment are minimized with the help of noise barriers and groundwater protection.

The purpose of applying the new procurement model is to achieve an overall economically effective implementation that utilizes the knowledge, innovation and risk management of the service provider. The economic objectives set for the implementation of the project require the bids received in the procurement procedure to be overall economic.

**Traffic volume between Lahti and Heinola has grown more rapidly than is normal on the main road network ( the data in the figure are from the year 2000).**





## 2. About the Finnish Road Administration (Finnra)

The Finnish Road Administration, which operates under the control of the Parliament and the Council of State and belongs in the branch of administration of the Ministry of Transport and Communication, is responsible for the level of service and quality, the trafficability and the condition of the public road network.

Finnra is responsible for the smoothness, traffic convenience and safety of motor vehicle traffic and pedestrian and bicycle traffic in the entire geographic area of Finland. Finnra cooperates with the authorities of other modes of transport in planning, maintaining and developing the entire transport system. Official tasks belonging to Finnra by law include approval of general plans and road plans and making road-related decisions. Finnra provides permits, statements and decisions in administrative procedures concerning the extent of the road network and road areas, speed limits and matters related to special use of the road network, road area and roadsides. Finnra is the expert on the road transport system and prepares decisions related to development of road management as well as road and traffic conditions for political decision-making.

### 2.1. Finnra's procurement strategy

In the beginning of 2003 Finnra approved a new road management procurement strategy. The goal is to develop and begin using procurement procedures and operating methods in which the innovations and R&D of planners and contractors can be utilized and thereby improve the productivity and profitability of operation.

According to the strategy, Finnra will gradually move toward procurement of overall services that include more extensive, longer-term entities and advance the innovativeness of contractors and consultants. A goal of the procurement strategy is to increase service providers' possibilities of affecting the technical implementation of projects.

Overall agreements containing consecutive implementation phases are being developed alongside separate contract and consulting agreements. Finnra as a client will specify functionality requirements and technical quality standards for the services that are produced and subjected to competitive bidding. Implementation of the services will be the responsibility of the service. The procurement model based on the principle of life-cycle responsibility will strive for cost-effectiveness by allocating the risks related to the implementation of the project between the Client and the service provider and by combining planning, implementation and maintenance in the project's economic life cycle.

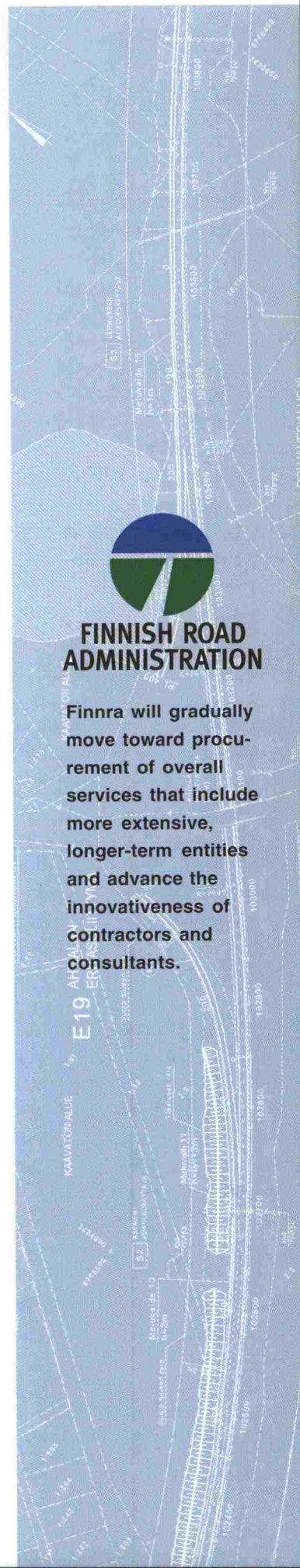
The renewal will require extensive know-how on the part of the Client and the service providers. Finnra's role as an orderer of road management services will become clearer.

Finnra's products and services associated with road management, with the exception of official tasks, will become open to competition by 2005.



### FINNISH ROAD ADMINISTRATION

**Finnra will gradually move toward procurement of overall services that include more extensive, longer-term entities and advance the innovativeness of contractors and consultants.**







The Client employs as experts PwC Corporate Finance Oy, LT-Konsultit Oy, TL-Suunnittelu Oy and Innogeo Oy.

Funding for beginning the construction of the motorway on highway 4 between Lahti and Heinola and authorization to sign service agreement are included in the state budget for 2003.

## 2.4. The goal is a life cycle program

The principles of the life cycle model will be applied in the Lahti – Heinola project currently in question.

The new procurement procedure based on life cycle responsibility is a logical continuation of prior development work. The benefits achieved with the life cycle model are:

**Better productivity through innovations.** Better productivity is achieved when construction and maintenance form an entity. Overall costs are optimized when the same implementer constructs and maintains a route, because the maintenance of the route can be taken into consideration better during construction. The Client does not specify technical solution beforehand, but primarily specifies the quality of the purchased service. Responsibility for social acceptability remains with Finnra, which is still responsible for administrative road planning.



Innovations benefit both the Client and the provider according to the win win principle.

**Customer-oriented service production.** The payment mechanism is based on the manner of trade of service production: the service provider is paid for implemented service. Because the service provider receives part of the payment after the route is taken into use, the service provider has an economic incentive to optimize the time used for construction. The payments received by the service provider are tied to the expectations of road users and society. With the payment mechanism, the quality of services produced is reflected by the size of the service fee. Payment of a higher service fee requires savings in road safety or longer structural life, for example. Responsibility for technical quality remains with the service provider, because the service provider is also responsible for the maintenance of the road.

**Cost savings through risk management.** With the conventional procurement procedure road management risks primarily remain with the Client official. Based on international experiences, giving overall responsibility for implementation of a project to the service provider for the duration of an agreement brings significant savings to the Client.



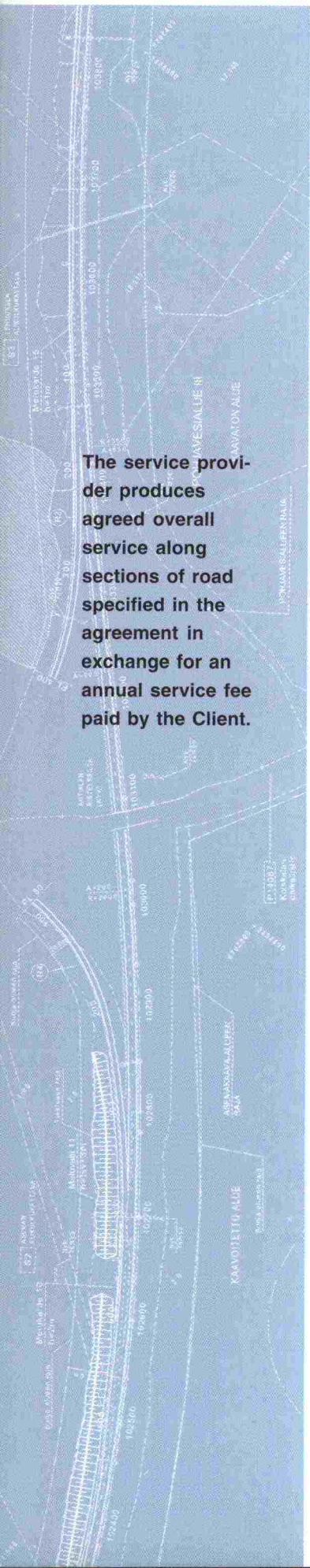
#### Life cycle program, examples

Estimated construction costs

- 1 Tampere Western Ring Road, 57 million euro
- 2 Ring Road I Helsinki, 65 million euro
- 3 Imatra – Lappeenranta, 119 million euro



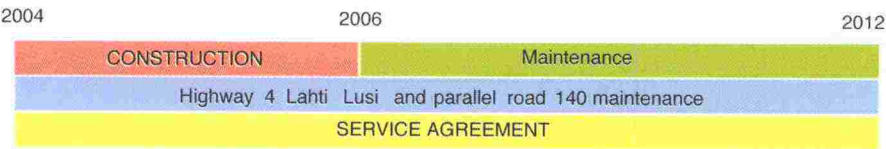




3. Procurement model

According to Finnra's new procurement strategy, the upgrading of the Lahti – Heinola road to a motorway and the maintenance of route 140, a parallel road essentially linked to the Lahti – Lusi motorway, will be submitted to competitive bidding as an entity. The Client's goal is to order and procure overall service from service providers. The service providers assume overall responsibility for the entity specified in the service agreement for the duration of the agreement.

The agreement period begins in 2004 and ends in 2012.



The Client's objective is to acquire the services related to the usability of the route at a level specified in the service agreement for the duration of the agreement. In the project the Client will emphasize the functionality requirements of the services, to encourage service providers to use their own innovative solutions in planning, technical implementation and other maintenance services.

The purpose of the procurement model is to achieve cost savings, make planning and construction more efficient and develop road management objectives in a more user-friendly direction. A goal of the project is to develop readiness to specify service requirements related to road use.

The service provider produces agreed overall service along sections of road specified in the agreement in exchange for an annual service fee paid by the Client. The service provider is responsible for the trafficability and maintenance of the route during the agreement period and also produces other agreed services for the Client. The service agreement will emphasize the smoothness, safety and environmental aspects of traffic on the route. The core idea of the procurement model is that the Client specifies the primarily desired functionality requirements and gives the service provider greater freedom to produce the agreed services.

The principles used to specify the service fee are outlined in paragraph 3.3. Payment mechanism.

3.1. Main content of the service agreement

The Client and service provider will sign a service agreement that specifies the desired services, risk allocation and payment mechanism. The quality and quantity of produced services affect the size of the service fees paid by the Client. The goal is to encourage the service provider to produce the agreed services overall economically.

The service agreement specifies the obligations of each party, such as the functional tasks and responsibilities of the service provider. Functional tasks include – producing overall services



- implementing construction within the framework of the road plan
- contributing to applying for official permits and approvals
- implementation of the project according to the schedule

The service provider is responsible for any damage and detriments to surrounding real estate, road users and other third parties caused by the construction of the motorway and the maintenance of the road sections included in the service agreement.

The Client is responsible for administrative official tasks and road construction proceedings so that the land areas required by the road are available to the service provider.

During the agreement period the service provider has the right of use and possession of the route only to the extent required to complete the agreed services.

### 3.2. Functionality requirements and technical product requirements

The principle of the procurement model is that the construction and maintenance services are ordered partly on the basis of set functionality requirements and partly on the basis of technical specifications.

The quality standards for the end product are specified in detail in a service description included in the service agreement. Functionality requirements may be applied to the following, among others:

- the level of service of traffic during work
- degree of completion
- maintenance

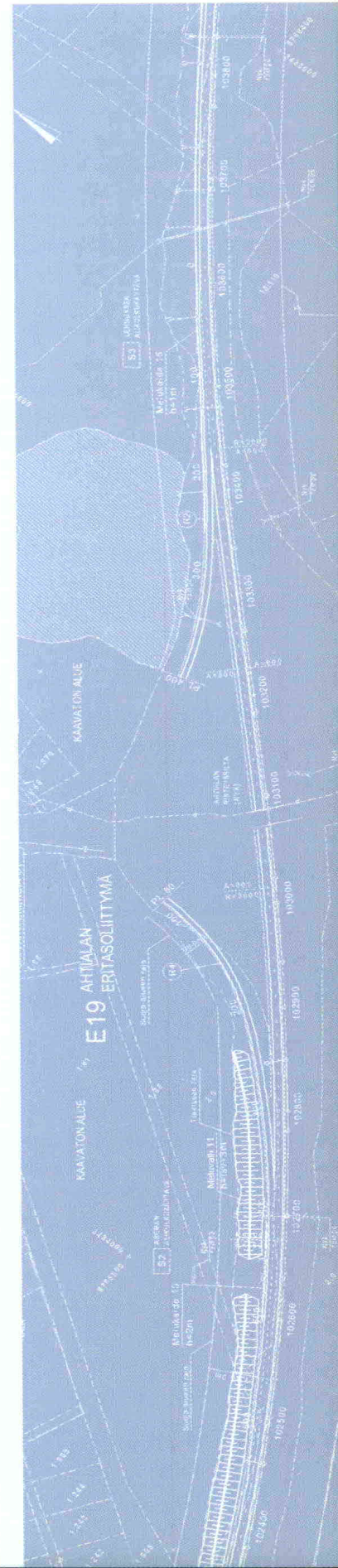
The functionality requirements will be presented in more detail in the request-for-tender documents.

### 3.3. Payment mechanism

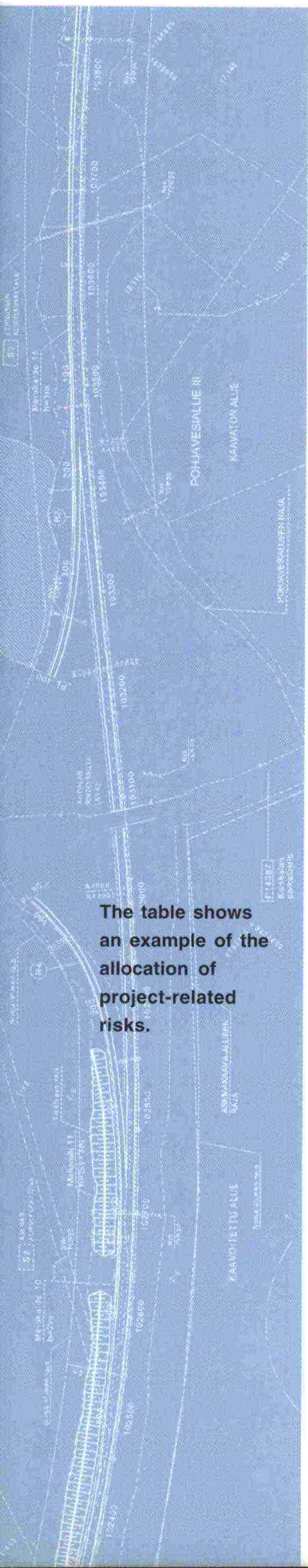
The payment mechanism, which is an essential part of the service agreement links the quality and quantity of the produced services to the service fee paid by the Client. Service descriptions specify the desired quality of the produced services and the payment mechanism specifies how deviations from the agreed level or quantity of service affect the compensation paid to the service provider. The payment mechanism is planned to include an incentive mechanism with the goal of encouraging the service provider to high-quality performance. Providers should price their bids according to the payment mechanism described in the tender documents.

The payment mechanism will be based on the following principles, among others:

- A separate payment mechanism is compiled for the construction and service phases, and separately for route 140 and highway 4;
- The payment mechanism during construction encourages qualitative construction and to allow early opening of the road to traffic;







- The service fees are based on road usability, i.e., qualitative and quantitative goals specified in the service descriptions;
- Produced services that are below the approved level result in a lower service fee according to the payment mechanism;
- The service provider is spurred to cost-effectiveness and achieving the goals set for implementation of the project for the duration of the agreement;
- The payment mechanism is measurable and supervisable using reasonable methods;
- Subtractions from the service fee are based on services that do not meet the agreed level of quality or quantity.

Service providers selected to participate in the bidding contest will present detailed, transparent financial calculations of cash flow during construction and maintenance and their impact on the service provider's financial status.

A detailed explanation of the payment mechanism will be included in a draft service agreement included in the tender documents.

3.4. Risk allocation

The service agreement specifies the allocation among the agreeing parties of risks related to the project.

In the bidding contest the providers are required to take a stand on the risk allocation between the agreeing parties presented in the tender documents and on how the service provider will manage the risks belonging to the service provider's area of responsibility.

Service provider	Client
Planning and construction <ul style="list-style-type: none"> <li>- construction plans</li> <li>- construction</li> <li>- adhering to the schedule</li> <li>- structural durability</li> <li>- quality system</li> </ul>	Right of way <ul style="list-style-type: none"> <li>- approved road plans, area plans, etc.</li> <li>- purchase of land areas and compensation for hindrance</li> <li>- payment for construction</li> </ul> Official responsibility
Maintenance <ul style="list-style-type: none"> <li>- trafficability</li> <li>- safety</li> <li>- environment</li> <li>- functionality</li> <li>- quality system</li> </ul> Obligation to indicate quality Professional skill, availability and adequacy of resources	Service fees <ul style="list-style-type: none"> <li>- obligation to pay service fees</li> <li>- inspections, additions/ subtractions</li> <li>- sanctions/ bonuses</li> </ul> Official responsibility Agreement inspections <ul style="list-style-type: none"> <li>- quality and quantity</li> <li>- supplementary work</li> <li>- changes</li> </ul>
Business operation <ul style="list-style-type: none"> <li>- funding during the work</li> <li>- entrepreneur's responsibilities</li> <li>- condition at delivery</li> <li>- verification of own performance obligation</li> <li>- entrepreneur's and employer's obligations</li> <li>- environmental permits during work</li> <li>- liability for damages concerning third parties</li> </ul>	Client's solubility



## 4. Project description

### 4.1. Scope of the project

E75 (highway 4) from Lahti to Heinola is currently a two-lane highway with overtaking lanes. The west side of this 27 kilometer overtaking lane road is reserved for the additional lanes of a four-lane motorway. Route 140 functions as a parallel road to the highway, serving local traffic and lessening the congestion peaks of the main route.

The main route is accessible from four interchanges between Kymijärvi and Heinola's southern interchange: from Ahtiala, Seesta, Vierumäki and Myllykylä. The route also includes two parking areas. The current motorway has four interchanges: the Kymijärvi interchange in Lahti, and the Heinola E, Heinola kk and Lusi interchanges in Heinola.

Public roads that also cross the main route in the planned area are: Route 313 from Vääksy to Vierumäki, Koiskala's local route 14087, Seesta - Kumia local route 14089, Pärnämäki local route 14103, main route 46 from Kouvola to Heinola and highway 5 from Helsinki to Sodankylä. The Lahti - Heinola railway runs alongside highway 4 and crosses it three times in the planned area.

The construction portion of the service agreement is located in the Lahti, Nastola and Heinola area. It begins in Lahti on the north side of Kymijärvi where the current motorway ends and connects to the current motorway in Heinola at Sinilähti.

The maintenance portion of the service agreement comprises the main highway between Lahti and Lusi and the parallel road between Lahti and Heinola, with the exception of the Heinolan Tähti portion of the main highway or the city area on the parallel road. The current two-lane highway from the Kymijärvi interchange to Lusi belongs to the Heinola area maintenance contract, which ends in the beginning of October 2005. Route 140 belongs to the Lahti area maintenance contract up to Vierumäki and from there one it belongs to the Heinola contract. The Lahti area maintenance contract will be submitted to competitive bidding in 2004.

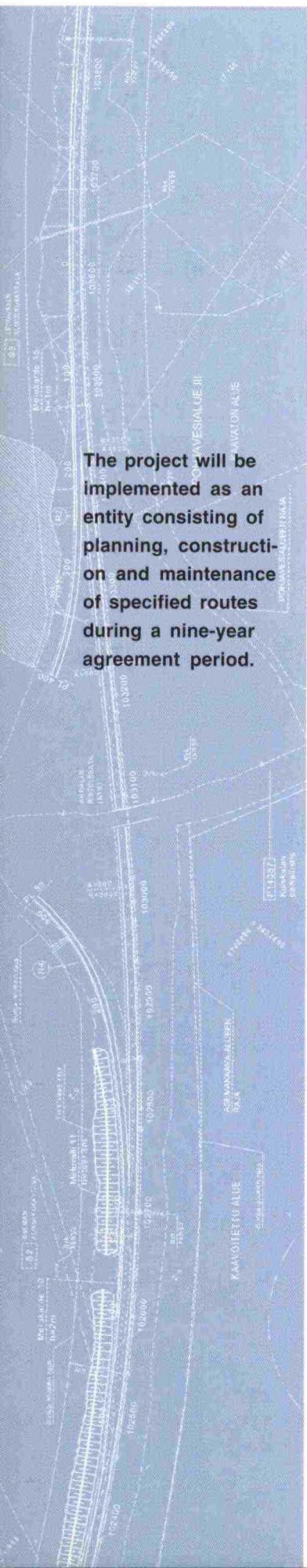


Further information,  
detailed plans <http://www.tiehallinto.fi/lahti-heinola>

E75 (highway 4) from Lahti to Heinola is currently a two-lane highway with overtaking lanes.







The project will be implemented as an entity consisting of planning, construction and maintenance of specified routes during a nine-year agreement period.

## 4.2. Technical implementation of the project

### Principles of planning and construction

The project will be implemented as an entity consisting of planning, construction and maintenance of specified routes during a nine-year agreement period.

A road plan concerning highway 4 compiled by the Häme region was completed in the autumn of 2002. The plan will be supplemented during the summer of 2003.

During the request-for-tenders phase the Client will provide quality standards that are based on calculations and monitoring of the end product. The provider will have alternative methods of implementing the desired quality level.

During the request-for-tenders phase the providers will not be required to prepare and present the types of construction plan documents (SR, ST or KVU) that are currently used in the bidding phase. During the request-for-tenders phase the provider will only be required to present studies and calculations of, e.g., route structures, base reinforcement and certain special structures, such as noise barriers.

Implementation plans of those portions of the plans that are necessary from the standpoint of construction, Client approval and quality monitoring will be compiled during construction. Plans made during construction will include base reinforcement solutions, bridge designs and plans of special structures (noise, groundwater protection) signs, lighting, drainage, type cross sections and job descriptions. Only specifically mentioned construction plans will be submitted for approval by the Client. Planning and approval procedures required from the providers are presented in more detail in the request-for-tender documents.

Construction is expected to begin in the beginning of 2004. The new motorway will be opened to traffic in its entirety in 2006. The providers are expected to present their own view on the schedule of the project and the progress of its implementation.

### Maintenance during the agreement period

The purpose of maintenance is to maintain the everyday trafficability of the road, meaning taking care of traffic smoothness and safety. Maintenance measures eliminate faults or defects resulting from the wear of structures and equipment and restore them to the planned condition.

Maintenance during the agreement period must ensure that the quality level of the road area and its structures is a uniform part of the main road network. There must not be an abnormally great need to maintain (repair) the road structures immediately after the agreement period has ended. The level of maintenance must be at least as good as that of the sections of road bordering the project.

Information about the condition of the current lane and parallel road and the quality standards for maintenance will be presented in more detail in the request-for-tender documents.



### 4.3. Properties of the road network and planned actions

#### Roads and junctions

The total width of the new lanes is 11.75 meters. Each of the two lanes is 3.75 meters wide. The outside shoulder is 3.0 meters wide and the inside shoulder is 1.25 meters wide. The width of the current overtaking lane road is 13.0 meters. Its road markings will be renewed so that the lanes are 2x3.75 meters and the shoulders are 3.5 and 2.0 meters wide. The roadways will be separated from each other by a median that varies in width from 4.5 to 15.0 meters. Medians less than 15 meters wide will be equipped with crash-tested railings approved by Finnra.

The eastern ramps of the Ahtiala, Seesta and Myllykylä interchanges will remain in place. The western ramps will be connected to the new roadway of the motorway. The ramps of the roads crossing over the interchanges will remain in place.

The western ramps of the Vierumäki interchange will be connected to the new roadway of the motorway. A new bus ramp will be constructed on the east side, for which reason the alignment of the ramp in the Heinola direction will also have to be modified.

Construction of the second roadway of the motorway will cause minor changes to existing private road arrangements. Existing private roads will, however just about remain in place.

The structural condition of the current roadway and the parallel road will be studied during the summer of 2003. The information will be included in the request-for-tender documents.

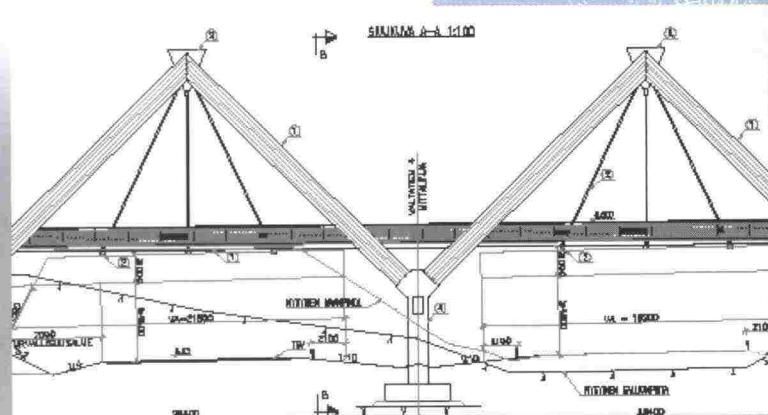
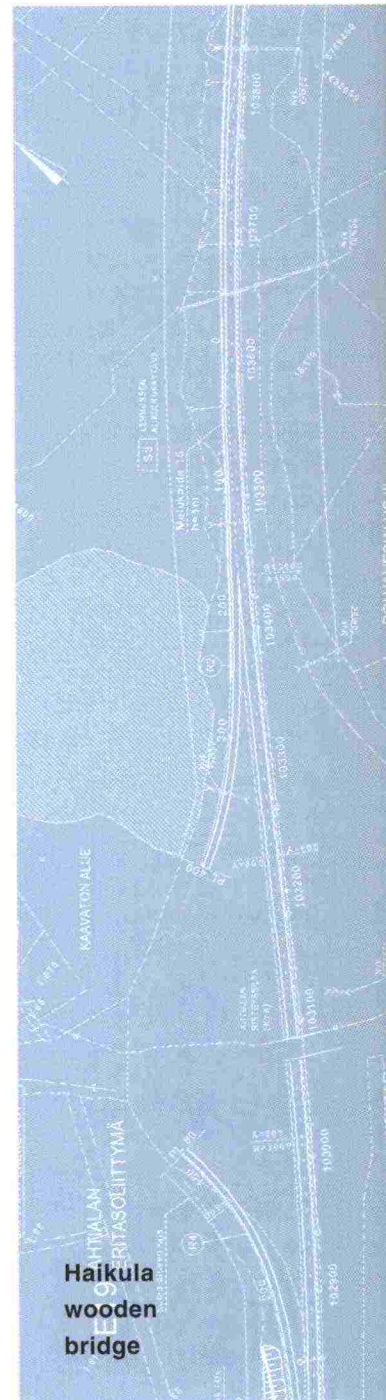
#### Pedestrian and bicycle traffic and mass transport

The road plan does not include new pedestrian and bicycle path connections except for paths to the bus stops on the Vierumäki interchange.

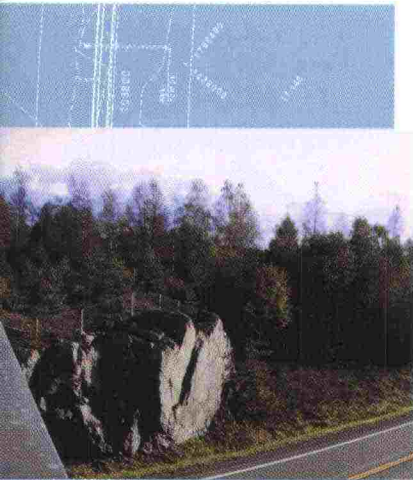
Bus routes will mainly remain unchanged. Bus stops will be located on the Vierumäki interchange.

#### Bridges and bridge designs

The road plan includes a bridge design for bridges to be constructed for both directions of the motorway at the Seestanjoki River. The bridges will replace the







river's current steel culverts and make it possible for game and recreational use to cross at a different level. The construction costs of the bridges are significant, and the bridges will be implemented only if the construction costs can be included in the overall cost objective of the project.

The current highway has altogether 36 bridges, of which 7 are junction bridges, 15 are underpasses, 11 are overpasses and three are railway under and overpasses. A total of 17 bridges cross over the highway, of which 2 need to be replaced with a new bridge. In the other cases the bridges can accommodate the new roadway.

The bridges passing under the new roadway are mainly designed to resemble the existing bridge in size and appearance.

### Ground conditions and procurement of earth materials

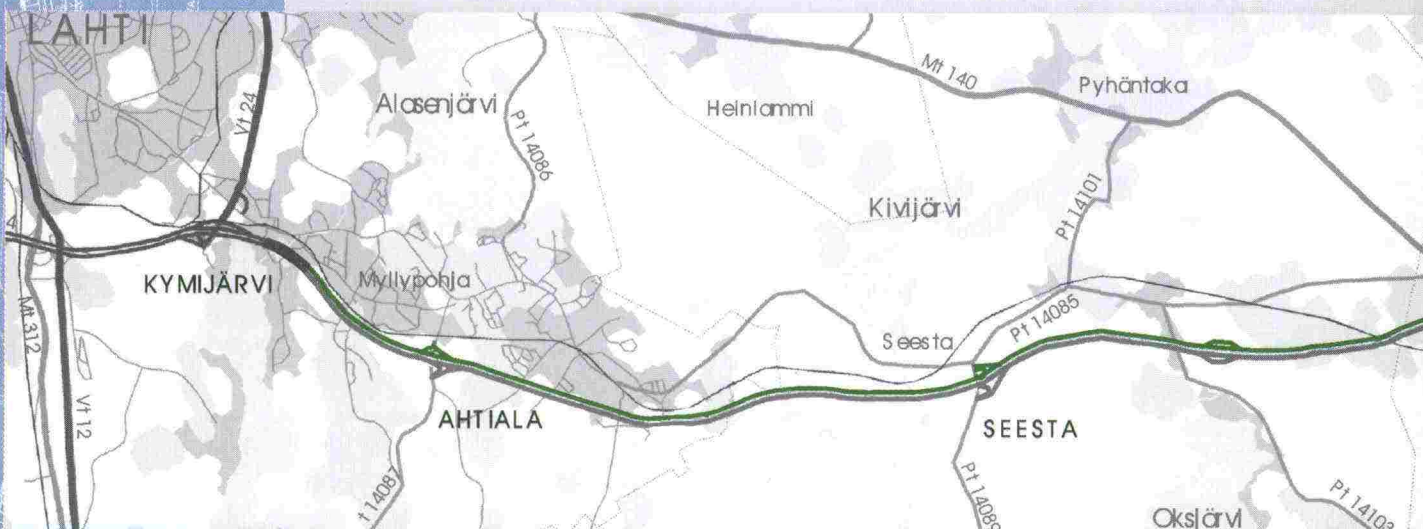
The soft areas of the road line vary from clay to silt, with peat on the surface in places. In planning phases so far the base structure solutions in the soft areas mostly involve replacement of earth by digging or in low areas by filling in and/or by preloading road embankments in silty areas. In many places the earth under the existing roadway has been replaced over a wider area to facilitate the current widening of the road.

Estimation of the amount of earth cut away and replaced will be the responsibility of the service provider.

Earth left over will be used for landscaping, noise barriers, median embankments, etc. Earth material from the road line that is unsuitable for construction will be brought to storage areas specified in the plans.

### Drainage

The motorway's drainage systems are based on the drainage conditions of the existing road and its surroundings. Drainage is commonly implemented using culverts and open ditches. Culverts passing under the existing roadway will be extended under the new roadway, new culverts will be constructed in the median and bridge locations. Rainwater drainage will be constructed in narrow median areas.





Special attention will be paid to preventing water drained from the roadway from entering the ground in groundwater areas by conducting the water in the ditches and median area away from the groundwater area as quickly as possible.

### Procurement of land areas

The Client is responsible for ensuring that agreed land areas needed for construction are available to the service provider after the service agreement is signed.

### Residential areas and noise

Implementation of the project increases noise mostly on the west side of the current road, where the new roadway will be constructed. The rise in the maximum noise level may be considerable at the closest sites. The noise barriers presented in the road plan will reduce noise significantly.

### Groundwater

The planned area is located on four groundwater areas, of which Kunnas in Lahti and Myllyoja in Heinola are class I groundwater areas. Harjumäki in Nastola and Syrjälänkangas in Heinola are class III groundwater areas.

### Valuable natural sites

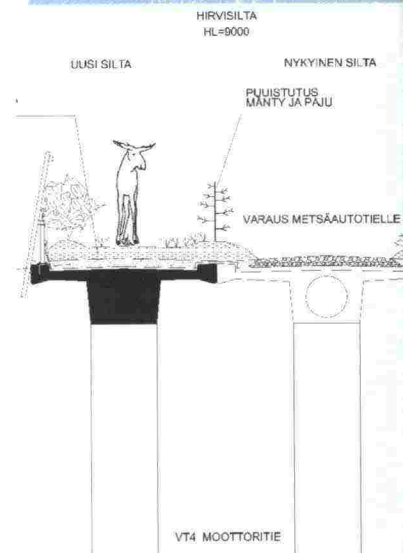
There are no Natura 2000 areas, conservation areas, other areas included in protection programs or other valuable sites in the immediate vicinity of the project area.

### Ecological connections

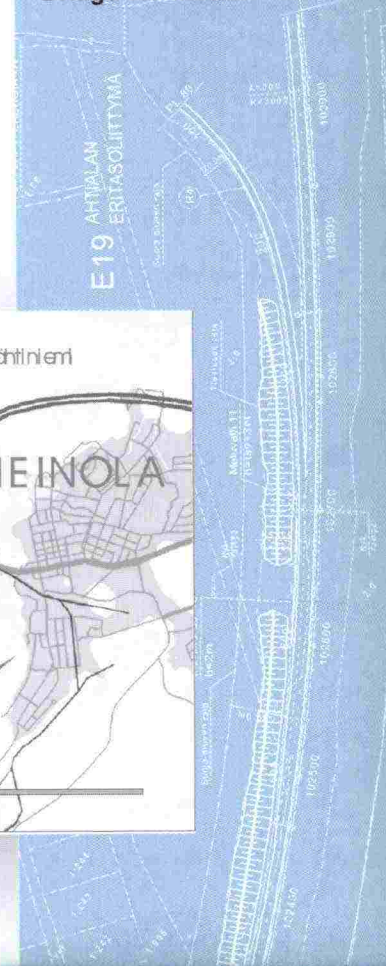
The motorway affects the animals in the area mainly as a barrier to migration. A new game fence will be constructed on the west side of the motorway. The existing game fence on the east side will mainly remain unchanged.

### Cultural sites

There are no currently known permanent prehistoric remains or sites of scattered findings in the vicinity of the road.



Bridge for moose





## 5. Prequalification - guidelines for candidates

The law on public procurements (1505/1992) and the statute on goods and service procurement and construction contracts that exceed a threshold value (243/1995) are applied to procurements made by Finnra as a Client authority. The goal of the procurement process is, among other issues, to utilize existing competition possibilities to come up with the most overall economical bid possible.

In submitting the project to bidding, a limited procedure will be used which begins with a prequalification phase. The Client will select no more than five service providers from among candidates that signed up during the prequalification phase, who will participate in the bidding contest.

A preliminary announcement of the project has been published in the EU's Official Gazette issue 14/2003 and a procurement announcement in issue 21/2003.

During the prequalification phase the candidates can become familiar with the preliminary material in order to consider participating in the actual bidding contest. On the basis of received registrations, the Client will select a maximum of five candidates who will be provided with request-for-tender documents.

The objective of the procurement procedure is to develop and apply innovative, cost-effective methods of implementation within the framework of the technical and legal prerequisites related to the project. Alternative methods of implementation or alternative solutions related to planning, construction or other produced services or other solutions proposed by the candidate or confidential information submitted by the candidate during the procurement procedure will not be disclosed to other competitors without permission from the candidate submitting the information. To ensure this, confidential information should be clearly marked to differentiate it from the rest of the material.

The Client reserves the right not to initiate a bidding contest after the prequalification phase.

### 5.1. Registering as a candidate and registration deadline

Service providers interested in the project are asked to submit three (3) copies of the registration notice and the information requested on the questionnaires in writing and in electronic form on CD-ROM to the Client at the address:

Finnish Road Administration, Häme region  
Åkerlundinkatu 5 B  
FIN-33100 Tampere

The prequalification registration period ends 01.08.2003 at 12:00. Registrations received after the deadline will not be considered. Registrations may be submitted in Finnish or English.





## 5.2. Principles of selecting candidates

Participation in the bidding contest requires participation in the prequalification and submission of all the requested information before the deadline.

The principles of selecting candidates are the Client's overall assessment of the candidates' suitability, competence, experience, capacity and financial situation needed to implement the project. To indicate the above mentioned requirements the candidates must fill out and submit the questionnaires to the Client before the deadline.

Candidates may participate in the bidding contest as a registered association, a consortium or other alliance. A candidate that participates in the procurement procedure as a consortium or alliance must provide the Client with an explanation of the mutual agreements of the consortium, including an explanation of the distribution of responsibility among the parties. The candidate must notify the Client in writing about changes in the shareholders of the consortium, alliance or registered association during or after the procurement procedure.

### Technical and professional requirements

The candidate must present in writing its technical and professional competence and its capacity to plan and construct a section of motorway and assume responsibility for the maintenance of the motorway and a parallel route during the agreement period in a manner satisfactory to the Client.

The candidate must include in the registration material an itemization of previous experience in providing similar service, such as a list of projects in which the candidate has been a service provider.

### Financial requirements

The candidate must submit an explanation of its financial status which indicates that the candidate is financially sound enough to assume the responsibilities associated with the project. The candidate must also present an explanation of how financing and securities will be arranged during construction.

## 5.3. Prequalification material and inquiries

The prequalification material will be supplied as Finnish originals and English translations. In case of a dispute in interpretation, the Finnish material will primarily be applied.

The prequalification material will be available beginning 12.06.2003.

Questions related to the project should be addressed to Finnra's Häme region, Åkerlundinkatu 5 B, FIN-33100 Tampere. Written requests to obtain the prequalification material should be submitted to Finnra by 23.06.2003.

Finnra's net pages contain a page concerning implementation of the project [www.tiehallinto.fi/lahti-heinola](http://www.tiehallinto.fi/lahti-heinola).

Service providers participating in the actual bidding contest will be offered an





opportunity to become familiar with information related to the project in Finnra's Häme region facilities.

#### 5.4. Candidates' expenses

Candidates participating in the prequalification are responsible for expenses resulting from the prequalification and preparing a bid. Compilers of bids approved in the bidding contest will receive compensation for expenses as specified in the terms of the bidding contest.

The Client reserves the right not to initiate a bidding contest phase after the prequalification phase.

#### 5.5. Bidding contest

After the prequalification phase, if there is a sufficient number of candidates, the Client will invite no more than five service providers to participate in the actual bidding contest on the basis of the received prequalification material.

Bidders selected for the bidding contest will be sent tender documents with the invitation, which include a detailed explanation of the project's technical prerequisites and descriptions of the services.

The bids must be valid until 31.04.2004.

#### 5.6. Principles of selection

From the approved bids, the Client will select for the agreement negotiation the service provider with the most overall economical bid. In evaluating bids, the Client will consider the compatibility of the bid with the set goals, the overall price, the risk allocation, the quality and quantity of the provided services and the implementer's references.

The request-for-tender documents explain how the approved bids received during the bidding period will be graded and what are the principles of selection.

The bidders may also propose alternative implementation models, whose minimum requirements are presented in the request-for-tender documents. Only bids that meet the minimum requirements can be approved.

#### 5.7. Negotiation phase

The Client's objective is to begin practical implementation of the project as soon as possible, nevertheless no later than the spring of 2004.





## 5.8. Electronic communication of information

The Client and candidates may use electronic communication to contact each other. The parties shall be responsible for protecting their own systems and interests in electronic communication. The Client shall not be responsible for errors, damage, loss or neglect resulting from an electronic document's interception, corruption, loss, destruction, or late, incomplete or erroneous arrival or because an electronic message has contained some other security risk.

## 5.9. Information about the prequalification material

The prequalification material has been compiled only so that service providers may consider participating in the bidding contest. The information presented in the material may not be used for any other purpose. The Client reserves the right to change the information presented herein during the procurement procedure, and the information in the brochure may in no way be considered binding in agreement negotiations.

The prequalification material was compiled by the Client together with experts employed by the Client. The information presented in the prequalification material is based on information obtained from the Client, and the Client has reviewed and approved the prequalification material.

A candidate participating in the procurement procedure must secure its own legal, financial, tax and other expert services needed to prepare a bid.

The prequalification material presents only selected portions of information related to the project. The Client or experts are not responsible for the adequacy of the material or any resulting misunderstanding.

Participation in the bidding contest requires participation in the prequalification and submission of all the information requested in the questionnaires before the deadline.

Bidders selected in the prequalification will be provided with tender documents related to the project for preparation of the actual bid.

In case of a dispute in interpretation, the information mentioned in the tender documents is primary compared to the information in the prequalification material.





## Preliminary schedule

Preliminary announcement	03.04.2003	Prequalification phase
Procurement announcement	22.05.2003	
1st information day	12.06.2003	Prequalification material available
Prequalification phase registration period ends	01.08.2003	Registration period ends
Review of candidates' registrations Prequalification of candidates (max. 5 candidates)	04.08. – 29.08.2003	
Request for tenders and tender documents sent to candidates Interaction between the Client and selected bidders  Additional information sent to bidders during the bidding period  Receipt of final bids	01.09.2003	Bidding contest Bidding period begins
Submitting of bids	28.11.2003	Bidding period ends
Analysis and comparison of received bids Selection of the best bid	12/2003 – 01/2004	Selection of the best bid
Agreement negotiations with the submitter of the best bid	02-03/2004	Negotiation phase
Signing of the agreement	03-04/2004	Agreement period begins
Implementation of the project begins	05-06/2004	
Motorway section from Lahti to Heinola inspected, approved and taken into use	2006	
Service phase, route maintenance services	30.09.2012	

## More information

More information about the project can be obtained from project leader Kari Kuntsi, Finnra, Häme region, tel. +358 (0) 204 22 4109 and Tero Haarakjärvi, project manager, Finnra, Häme region, tel. +358 (0) 204 22 3941

<http://www.tiehallinto.fi/lahti-heinola>